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NYLE NEWS!

Your Future is With Us...

Issue 31

Summer 2017



PRESIDENT'S MESSAGE



I have mentioned that NYLE is a leadership training group disguised as a next generation group. I recently assisted on an article on leadership. One of the big questions was how does one gain experience in leadership. More importantly, how does someone new to the LBM Industry gain incremental leadership experience in a supportive and safe environment?

I would offer to anyone asking themselves this question for their employees' development or asking for their own development, you need to engage NYLE for answers. We have committees that need volunteers, we have a task force looking for volunteers, and we have upcoming board positions that will need

new volunteers to lead the next generation of NYLE. Come attend one of our board meetings and see how a business is organized and how the administration of this business is performed. NYLE truly offers a welcoming experience for anyone who wants to make the first step.

I hope you get a chance and read in this issue about our recent Spring Leadership Conference in Philadelphia. As the current President I can tell you I felt very proud of NYLE and the committee who put together another fine leadership training opportunity for members.

We are rapidly approaching the NYLE Summer Outing on August 16 at the Saratoga Race Course. Remember, "Dressed To Impress" competition will be off and running once again during the summer outing. I hope to see you there!

I talked about Leadership in the opening of this message. One core value of Leadership is self-confidence. One way to increase confidence in this industry is to increase your knowledge of the goods you are offering. I highly encourage you to consider the NYLE Timber Tour coming up in October. It is the most dynamic training experience you can involve yourself in for the LBM Industry. The bus is headed to Maine with some stops along the way to pick up participants. Get on the bus to see "How it is made" and gain confidence in the goods you proudly sell.

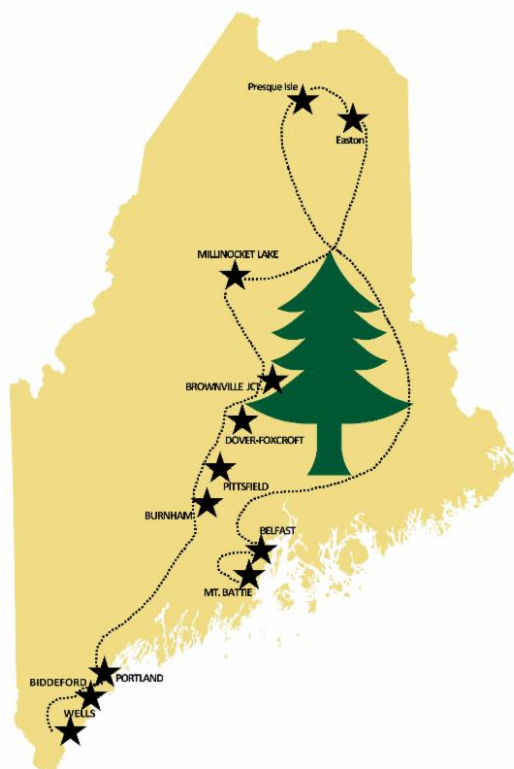
I wish everyone a safe and prosperous summer. I look forward to seeing you at an upcoming NYLE event.



Mike Duval
NYLE President
Huber Engineered Woods

Register Today!

NYLE Timber Tour is Heading to Maine October 10-13



Registration Fees:

NYLE Members: \$150

NRLA Members: \$275

Non NRLA Members: \$350

(Registration fee includes all tours, ground transportation and lunch for the tour days, group dinners on Tuesday, Wednesday and Thursday evening, Wednesday night lodging, plus a commemorative hard hat and safety vest.)

The following state and local associations are offering subsidies to their members:

ENYLDA	\$250	1 per company, up to 4
MHLDA	\$250	limit 2 per company to the 1st 4 companies
MRLDA	\$250	per person, 2 per company, 10 subsidies available
NJBMDA	\$500	per person, 6 subsidies available
NYLILA	\$1000	retail members, no cap per yard/subsidies

[Click here](#) for complete details and to download registration form.

New Member Profile

Stephen Begnoche Builders First Source

by Frank Saluti, Shepley Wood Products



Steve grew up in the industry. During his childhood his father worked as a purchasing director for Rowley and his grandfather worked as a contractor in New York City and built projects such as sections of the Museum of art. Steve worked every weekend with his father and brothers around the house and learned everything he could.

Steve grew up in a small town in southern New York and began working at the age of 16 for a local building supply company. He worked with contractors and home owners, supplying materials for their projects. After High School, he worked for the company for 4 more years while also attending college. Afterwards, he found a job working with a fastener distributor as an Outside Sales Rep but quickly learned road sales was not in his future. Two years later he went to work for Strober Building Supply in Chester New York. He worked as an Inside Sales Rep and has since been transferred around to other locations where he worked as a Warehouse Foreman loading and unloading at a Millwork Facility. He now currently is an Operations Manager for Builders First Source in Southern New York. He graduated from SUNY Orange with a Computer Science Degree, which has helped him through the companies many computer transitions and acquisitions. When Steve first started out in the industry he was told learn everything you can about the industry and has taken that phrase to heart with position he has done.

Steve has always liked how the industry has always been a family oriented industry. He remembers when he was young Rowley, instead of company holiday parties, would have a company-wide summer picnic at a local park. He recalls playing with other kids his age engaging in water balloon fights, baseball, golf competitions, and swimming in the lake. As he got older he would help the organizers keep things going with either the younger children or collect the golf balls and bring them back. The grilled food was always good and they would do a raffle to give away certain prizes.

Steve was married in 2009 to his wife Kelly who has supported him in every new venture with Probuild which was eventually acquired by Builders First Source. They have three kids together, a five year old girl, four year old girl and a two year old boy. Steve enjoys playing racquetball, basketball, the beach, working around the house, and spending time with his family.

2017 Scott Robert Vasquezi Memorial Scholarship

This award was renamed in 2006 in the memory of Scott R. "Squeezi" Vasquezi. Scott, an account manager for Boston Cedar, was a natural-born leader who had a passion for people, particularly those in the retail lumber industry. He joined NYLE in 1998 and in 2004, he served as president where his passion, energy, charisma, and business acumen made him a tremendous leader. Scott passed away in July of 2006 but is warmly remembered by all his friends in the retail lumber industry.

**PURPOSE:**

*To award multiple \$1,000 merit scholarships for post-secondary education to dedicated employees and future industry leaders, while fostering an awareness and interest in the building material industry.

**Number of scholarships given out is based upon donations received in any year. In 2016, seven were awarded.*

Application must be postmarked by July 31.

Download application [here](#).



WNYLDA/NYLE Cares Habitat for Humanity Volunteer Day August 8

The Western New York Lumber Dealers Association is seeking volunteers for their Habitat for Humanity volunteer day on Tuesday, August 8 from 11:30 a.m. - 4:00 p.m. in Rochester, N.Y.

For more information or to volunteer please contact Michele Wild:
mwild@fontrickdoor.com



NYLE 2017 Spring Leadership Conference May 3-5

Wyndham Philadelphia Historic District, Philadelphia, PA



Welcome Reception / Meet and Greet

By Ryan Lino, Shepley Wood Products

After our fairly smooth ride in from Massachusetts, we arrived to the Wyndham an hour or so early. We checked in and headed downstairs to greet a few attendees who were already on site, and a few still trickling in. I'm fairly shy, and being a newcomer to NYLE events and meetings, my goal for the trip was to simply take it all in and see what NYLE is all about, and to forge new relationships with professionals who work within the LBM industry. As attendees showed up and gathered prior to the reception, I immediately felt a sense of inclusion, camaraderie and openness between those conversing with and around me.

Upon entering the meet and greet, I noticed a delicious spread of various grilled vegetables, fruits and cheese. As people went to the bar for drinks, there were servers bringing around appetizers. As delicious as scallops wrapped in bacon and breaded chicken is, it was clear the chicken salad on mini-toast was not a favorite. That being said, the room was bubbling with pride as attendees discussed the company they work for and the job they currently hold. Dr. Grandinetti and his assistant Katherine showed up midway through the meet and greet and made their rounds, conversing with everyone in attendance.

It was a refreshing experience to be surrounded by like-minded people with a clear drive and passion for the lumber and building material industry. My write-up is directly related to the meet and greet, and I thought it went well and exceeded my expectations, as did every other piece of the Spring Conference. Thank you NYLE.

Dr. Rick Grandinetti, "Lead Your Organization to Sales Greatness"

By Anthony Capuano, Reeb Millwork

"Right Now", "Jump", "Panama" are just a few of the Van Halen classics that you hear blasting from speakers walking into the conference room preparing for your day long venture with Dr. Rick Grandinetti. Some of you may deny the influence of this music depending on what era you grew up, but for me this was right on and got my blood pumping being a kid who grew up on 80's rock! Immediately, the space was filled with a positive vibe, got everyone motivated and in a ready to engage mentality.

This would be my first time sitting through Dr. Rick Grandinetti's seminar, going in I assumed we would be discussing techniques and strategies in operating a successful sales environment. It was exactly that, but so much more.

The technical side of the seminar brought us into the sales environment from a conceptual standpoint as well as the operational side. Growing and maintaining a successful organization and culture requires very specific ingredients that Rick feels his research and experience over many years of seeing organizations succeed and fail are tried and true. At the core of these concepts is the satisfaction of the external customer base and the internal satisfaction of an



employee base to create a proper culture. Key fundamentals must be achieved and carried out on each layer of the organization. Words and concepts that come to mind are: serving, responsiveness, accountability, manners, problem solving, reliability and follow through. All of these key areas were expanded upon through group discussions and exercises. Rick spoke at length of how to bring value to your customer base, the priority being always maintaining a strategy of adding or decreasing something to improve their business. Be a professional sales person, not a "peddler". Another noteworthy concept for true success was believing whole heartedly in your organization, its direction and the reciprocation of the Company believing in you. This driving force, when achieved, is transparent between an individual who possess it and one who doesn't.



Now, I referred earlier about the seminar being so much more and here is where I was pleasantly surprised. Throughout the day Rick seamlessly weaved being a successful sales person/organization with our approach to life as individuals. What is at the center a being successful individual? (Whether you are a parent, spouse, sibling or friend) All the same ingredients and core values of a successful organization are common. Rick draws a valid

parallel of how we need to execute these same concepts and principles in our personal lives as well as professional lives. The seminar closes with an incredible story about a challenged young man who influenced Dr. Grandenetti years ago with an inspiring spirit and moving statement. The young man said to Rick "Live your Dash". Naturally the room was curious as to the meaning of this statement. Looking at a headstone in any cemetery there is a dash between the day you are born and the day we leave this mortal life, your "Dash" is your life's days, your "journey".

I highly recommend any individuals or organization take the time to invest in themselves and have Dr. Grandenetti impart his vast knowledge and experience. You will leave with tools and skills to catapult your career and professional track. Most importantly you will leave challenging yourself to be a better person.



Group Dinner, 2nd Story Brewing

Corbin Rinehart, Windsor Mill



"Thursday evening's networking dinner at 2nd Story Brewing Company provided a thriving atmosphere for all who attended.

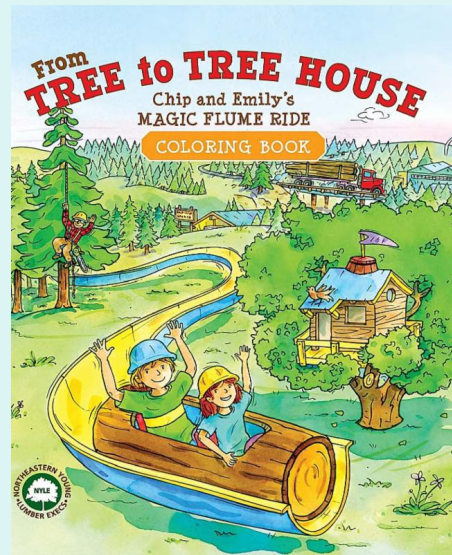
Many conversations were had reflecting upon the powerful words of Dr. Rick Grandinetti and both new and existing acquaintances were bolstered both the same. The house made brews were very good and were accompanied by a wonderful meal family style that should be recommended to anyone traveling to the great city of Philadelphia."

National Coloring Book Day

Celebrate National Coloring Book Day on [August 2](#)

with this [FREE Coloring Contest printable page](#) from NYLE's [From Tree to Tree House Coloring Book](#).

To purchase a coloring book [Click here](#). Suggested retail/nonmember price \$5.95, NRLA member price \$4.95.



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